



STATE OF INDIANA

MITCHELL E. DANIELS, JR., Governor

DEPARTMENT OF ADMINISTRATION

Procurement Division


402 W Washington Street, Room W468

Indianapolis, Indiana 46204

317 / 232-3053

Award Recommendation Letter

Date: August 31, 2012

To: Nate Day, Director of Strategic Sourcing 
Indiana Department of Administration

From: Adam Thiemann, Strategic Sourcing Analyst
Indiana Department of Administration

Subject: Recommendation of Selection for RFP 12-89
Field Services

Estimated Amount of Contract: \$1,100,504.00

Based on the evaluation of our team, the following companies met the requirements of the RFP and are recommended to provide field services for the Indiana Department of Environmental Management.

- AECOM
- Arcadis
- ATC
- August Mack
- Best Environmental
- EnviroCorp
- Keramida
- Patriot
- Troy Risk

The Vendors may be requested to perform various types of services that the State of Indiana frequently uses for the State Cleanup and Emergency Response Programs, as well as services for support to the Superfund, Defense Environmental Restoration, Site Investigation, Brownfields, Natural Resource Damage Assessment, Leaking Underground Storage Tanks, Underground Storage Tanks, Resource and Conservation Recovery Act (RCRA) Corrective Action Programs, and Abandoned Landfill Program. A wide variety of work activities can result from this RFP including, underground storage tank removal, construction of site security measures, disposal of derived and hazardous wastes, removal projects, among many other possibilities.

The selected respondents will have the chance to compete for individual projects, as needed by IDEM.

The proposals were evaluated by IDOA and a five-member evaluation team according to the following criteria established in the RFP:

- Adherence to Requirements (Pass/Fail)
- Management Assessment/Quality (35 points)
- Price (20 points)
- Indiana Economic Impact (15 points)
- Buy Indiana/Indiana Company (10 points)
- Minority Business Participation (10 points)
- Women-Owned Business Participation (10 points)

The proposals were evaluated according to the process outlined in section 3.2 (“Evaluation Criteria”) of the RFP. Scoring was completed as follows:

A. Adherence to Requirements

All proposals were reviewed for adherence to mandatory requirements. All respondents met these requirements and were then evaluated based on the business proposal, technical proposal, and cost proposal.

B. Management Assessment/Quality

Business Proposal

For the business proposal evaluation, the team considered each respondent’s ability to serve the state regarding the following sections of the business proposal: company structure, company financial information, references, and experience serving similar clients.

Technical Proposal

For the technical proposal evaluation, the team considered each respondent’s ability to complete the requested tasks, work to be subcontracted, staff and resources available for each task, projected timeframe of beginning new work, experience in developing work plans and maintaining security of property, ability and willingness to undertake projects in remote or distant locations, reference letters, and Quality Management Plan.

The evaluation team’s scores were based on a review of each respondent’s proposed approach to each section of the technical proposal, Section 2.4, as well as specific questions that respondents were asked to respond to in the RFP and clarifications.

Results of the management assessment/quality evaluation are shown below:

Table 1: First Round MAQ Scores

RESPONDENT	MAQ SCORE (35 Max)
AECOM	31.85
Arcadis	31.35
ATC	31.03
August Mack	32.60
Best Environmental	25.45
EnviroCorp	30.53
Keramida	31.75
Patriot	30.00
Troy Risk	25.35

During business and technical proposal evaluation, the evaluation team observed the following regarding each respondent. This is not intended to be an exhaustive discussion of what the evaluation team considered, but attempts to highlight some of the primary considerations that led to the evaluation team's scores.

AECOM

AECOM scored 31.85 out of the possible 35 qualitative points. This proposal adequately covers all of the requirements as set forth in the requested scope of work. This company shows that it has experience in dealing with field service activities and has the appropriate resources available to engage in field service activities.

Arcadis

Arcadis scored 31.35 out of the possible 35 qualitative points. This proposal adequately covers all of the requirements as set forth in the requested scope of work. This company shows that it has experience in dealing with field service activities and has the appropriate resources available to engage in field service activities.

ATC

ATC scored 31.03 out of the possible 35 qualitative points. This proposal adequately covers all of the requirements as set forth in the requested scope of work. This company shows that it has experience in dealing with field service activities and has the appropriate resources available to engage in field service activities.

August Mack

August Mack scored 32.60 out of the possible 35 qualitative points. This proposal covers all of the requirements as set forth in the requested scope of work very well. This company shows that it has vast experience in dealing with field service activities and has the appropriate resources available to engage in field service activities.

Best Environmental

Best Environmental scored 25.45 out of the possible 35 qualitative points. This proposal covers most of the requirements as set forth in the requested scope of work. This company shows that it has experience in dealing with field service activities and has the appropriate resources available to engage in field service activities. This company, while able to complete assigned tasks, would need to utilize more subcontractors due to a lack of technical and/or technological ability.

EnviroCorp

EnviroCorp scored 30.53 out of the possible 35 qualitative points. This proposal adequately covers all of the requirements as set forth in the requested scope of work. This company shows that it has experience in dealing with field service activities and has the appropriate resources available to engage in field service activities.

Keramida

Keramida scored 31.75 out of the possible 35 qualitative points. This proposal adequately covers all of the requirements as set forth in the requested scope of work. This company shows that it has experience in dealing with field service activities and has the appropriate resources available to engage in field service activities.

Patriot

Patriot scored 30.00 out of the possible 35 qualitative points. This proposal adequately covers most of the requirements as set forth in the requested scope of work. This company shows that it has experience in dealing with field service activities and has the appropriate resources available to engage in field service activities. This company would have difficulty with Geoprobe activities and would need to subcontract out the required work.

Troy Risk

Troy Risk scored 25.35 out of the possible 35 qualitative points. This proposal adequately covers most of the requirements as set forth in the requested scope of work. This company shows that it has experience in dealing with field service activities and has the appropriate resources available to engage in field service activities. This company, while able to complete assigned tasks, would need to utilize more subcontractors due to a lack of technical and/or technological ability. In addition, this company's response was lacking in technical detail.

C. Cost Proposal

Each line item was scored individually by being normalized to one another (respondent to respondent), based on the lowest price evaluated. Within each worksheet in the Cost Proposal Template (Attachment D) Excel workbook, the Respondent's line item scores were averaged and then each of the seven (7) average scores were weighted. Finally, the weighted average scores from each worksheet will be added together to formulate the Respondent's Cost Proposal score. All respondents were given the opportunity to improve their pricing through a round of target pricing. The scoring for this step of the evaluation process is outlined below:

Table 2: Cost Scores

Respondent	Cost Score (20 Max)
AECOM	14.43
Arcadis	12.43
ATC	18.36
August Mack	17.43
Best Environmental	19.46
EnviroCorp	16.25
Keramida	19.38
Patriot	19.09
Troy Risk	19.75

All respondents were deemed viable candidates and moved forward to the final step in the evaluation.

D. IDOA Scoring

IDOA scored the respondents in the following areas – Buy Indiana (10 points), Indiana Economic Impact (15 points), and Minority and Women Business Participation (10 points each) using the criteria outlined in the RFP. When necessary, IDOA clarified certain Buy Indiana, Indiana Economic Impact, and Minority and Women Business Participation information with the respondents.

Table 4: Final Overall Evaluation Scores

Respondent	Management Assessment/ Quality Score (35 max)	Cost Score (20 max)	Buy Indiana (10 max)	Indiana Economic Impact (15 max)	MBE (10 max + 1 bonus)	WBE (10 max + 1 bonus)	Total Score (100 max + 2 bonus)
AECOM	31.85	14.43	0.00	6.90	10.0	-1.0	62.18
Arcadis	31.35	12.43	0.00	4.70	10.0	10.0	68.48
ATC	31.03	18.36	0.00	7.00	10.0	6.3	72.64
August Mack	32.60	17.43	10.00	9.90	10.0	3.8	83.68
Best Environmental	25.45	19.46	10.00	5.35	-1.0	10.0	69.26
EnviroCorp	30.53	16.25	0.00	15.00	10.0	10.0	81.78
Keramida	31.75	19.38	10.00	14.50	10.0	11.0	96.63
Patriot	30.00	19.09	10.00	4.05	11.0	10.0	84.14
Troy Risk	25.35	19.75	10.00	10.00	10.0	-1.0	74.10

Award Summary

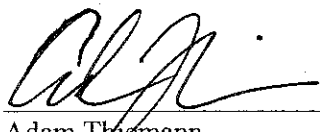
During the course of evaluation, the state scrutinized all proposals to determine the viability of the proposed business solutions to meet the goals of the program and to meet the needs of the state. The team evaluated proposals based on the stipulated criteria outlined in the RFP document.

The term of the contract shall be for a period of four (4) years from the date of contract execution. There may be four (4) one year renewals for a total of eight (8) years at the State's option.

M/WBE Commitment

The following is the M/WBE Commitment for each selected vendor. The total commitment is what percent of the expected work will go to MBE or WBE subcontractors. Due to the unknown scope of work a project may include, the commitment percent may go to a variety of their subcontractors, but must equal the overall commitment for each category.

Bidder Name	MBE %	WBE %	M/WBE Subcontractors
AECOM	14.00%	0.00%	Belmont Labs, DLZ, Integrated Environmental Solutions
Arcadis	16.00%	8.00%	Ark Engineering, Belmont Labs, PCS Engineering
ATC	15.00%	5.00%	Ark Engineering, Belmont Labs, CTL Engineering, Etica Group
August Mack	11.00%	3.00%	Ark Engineering, Belmont Labs, Crane Environmental Services, DLZ, Laura Kopetsky, OAS, Schneider
Best Enviro	0.00%	10.00%	Rhino Trucking
EnviroCorp	10.00%	10.00%	Integrated Environmental Solutions
Keramida	12.27%	12.76%	Bee Environmental, Belmont Labs, DLZ, Eastside Trucking, Laura Kopetsky, PCS Engineering, ReproGraphix, Schneider
Patriot	24.00%	8.00%	Belmont Labs, Durham Engineering, Specialty Earth Sciences
Troy Risk	15.00%	0.00%	Belmont Labs



Adam Thiemann
Indiana Department of Administration
Strategic Sourcing Analyst